

1. Considering Selling Your Business?

(a) *We'll help you sell your business to the right buyer*

CFA has an unparalleled database of proprietary buyers in every industry including high net worth individuals, strategic buyers, and the largest Private Equity Groups in the world.

(b) *We help you achieve maximum value for your business*

CFA's goal is to bring multiple offers to the table simultaneously in order to achieve maximum value. That's why CFA markets your business without an asking price. We never want to limit what the perfect buyer will pay in a competitive environment. We take great care in presenting the real opportunity, which often goes beyond the financial statements.

(c) *We know what's important to you*

Beyond price and finding the right buyer, other critical areas include:

Confidentiality:

Our system has been refined for decades toward achieving the difficult combination of maximum exposure with the utmost confidentiality.

Minimum Business Interruption:

The last thing we want during the selling process is for the business to stall because your attention has been diverted. We manage the deal while you manage your business.

2. Interested in Growing through Acquisitions using a Rollup Strategy?

A Rollup is a technique used by corporations (commonly backed by private equity firms) where multiple small companies in the same market are acquired and merged.

The strategy is designed to strip out costs in the targets by consolidating the back office functions and obtaining economies of scale in advertising, marketing and purchasing. Underlying the roll up is the thesis that growth by acquisition can be quicker, cheaper and far less risky than organic growth.

3. Recapitalization and Liquidity Strategy?

There comes a time in the life of many companies when an infusion of new capital or the addition of a strategic equity partner makes good business sense. There are a variety of reasons why it might be time for the Recapitalization of your middle market business:

- Buyout of partners or family members

- Infuse capital for growth
- Grow the business with the new investor's capital and sell the remainder of your equity down the road - at an even higher value!

Whatever your reason, the questions then become, “Where does this new capital come from?” and “How can I implement this growth strategy?”

CFA professionals are experts in developing custom growth strategies for middle market businesses and helping owners implement those strategies. During our 60 plus year history, we have developed relationships with both strategic and financial buyers alike. With our worldwide network of Dealmakers, CFA is uniquely positioned to help you achieve your business goals.

4. Need Financing to meet your goals?

(a) Acquisition Financing

We'll help you raise the necessary capital for the acquisition, including debt capital for single or multiple acquisitions. Our network of financing sources includes ongoing relationships with private equity groups, merchant banks, subordinated debt providers and financial institutions, both nationally and internationally

(b) Partnership Buy-Outs

CFA's approach establishes market value and creates competitive banking proposals.

(c) Recapitalizations

There are thousands of Private Equity Groups in the U.S. and abroad that consider recapitalization to be the preferred acquisition structure.

(d) Mezzanine Lending

Most sizeable transactions will require multiple lending sources. CFA maintains an up-to date exhaustive list of sub debt sources.

(e) Cash Flow Financing

When assets are not enough, there are alternatives.